

FOR THE MERCHANT

LITTLE POINTS THAT HELP IN SELLING GOODS.

BE READY FOR OPPORTUNITY

Let the Public Know What You Have to Sell—Never Stop Pushing—A Hint for the Clerks.

How often you hear one business man say of another who has been successful: "Ain't he lucky?" Luck has nothing to do with anyone's success. It is pluck.

Pluck and enthusiasm are the powers which make the winner. With these two qualities, which are invariably found together, a man will succeed.

Business men who have achieved greatness in their line are those who possess an abundance of enthusiasm.

A possession that is better than anything else to a man is that determination of character known as pluck, and an enthusiastic confidence that he will succeed.

To persevere against great odds, and to make a victorious fight in the face of almost impossibilities, it requires pluck which is not governed by impulse.

To cultivate pluck one must encourage steadfastness of purpose. When a thing is begun it should be finished.

The trouble with most of us is not so much that we have a hard road to hoe but that we dislike hoeing.

Opportunity knocks once—and often a dozen times—at every door, but you have no kick against the fates if Opportunity knocks, finds you lost in a pipe dream and turns away never to return.

Bacon said: "The mold of a man's fortune is in his own hands." All men cannot be captains of industry. All men cannot succeed phenomenally. All men, it seems, cannot succeed even moderately, but all men can make an effort to succeed.

We must not stop striving to reach a higher and better place until we are willing to sink to the bottom. If we

take most businesses, but mine is different. The sheriff sold him out, and now he works for his successor, who does advertise.

Success.
The secret of most successes lies in the man rather than in the method. Making people want the goods is, after all, about as near the secret of it as there comes to being any secret. Make the public want what you have to sell and the sale is half made. Epitaph of a failure: "He worked overtime dodging work."

That Man with the Overalls.
When the man with the overalls comes into your store don't turn around and take your time to wait on him. Don't snub the man with the overalls in order to wait upon some elite of your town—that is, if the overalls man came into your store first. Your overalls man usually stands by the home town. He works in the shops, in the stock yards, in the factories and in the mills. His dollar is just as good as the dollar given to you by the man who tries to put on all kinds of airs in your town. The old American eagle on the silver dollar given to you by the man in the overalls counts for just as much and screams just as hard as the bird on the dollar turned over by the man who belongs to the "upper ten."

Besides, if the man in the overalls wants credit until Saturday night or until the first of the month, you'll stand to win to get the cash from him when he says he'll pay you. Don't give him the marble heart. You want his trade. He needs dry goods and groceries, and he will spend his money with you if you treat him right.

Business Sickness a Common Complaint.

Stuck in a rut, are you? Same old rut, boss doesn't appreciate your efforts. Interest in your business wearing thin at the edge? Think! Thought set! Well, what are you waiting for? You know nothing really comes to the fellow who waits, except the "push." Some people never "get there" unless they're pushed.

If you're sick of your job you're doing yourself and your boss a bad turn by hanging on. Start looking around for another job—that'll keep your mind liquid. Wonderful what a pick-up job-hunting is to some people.

WHAT IT IS TO BE BALD.

A Sign of Intelligence and a Badge of Distinction.

Dr. D. L. Parker, writing in the Medical Record, tells us that baldness can be cured by deep breathing. We hope, however, that this is not true, for we would hate to see an easy way of growing hair on bald heads introduced. The human race would lose much of its venerable dignity if bald heads are to be abolished.

We never fail to have a carefully selected bald-headed editor on our staff, says the Pathfinder; we keep him in the sanctum sanctorum to show to visitors as "the" editor, and no one who sees his beautiful polished poll could fail to be suitably impressed with him, for he looks as if he really knew everything an editor is expected to know. When congress is in session we send him to the capitol with instructions to sit constantly in the press gallery with his hat off, to look as wise as possible, and on no account to give himself away by expressing any opinions. Visitors from afar by the thousands ask their senators and members who "that distinguished-looking gentleman" is, and when they are told that he is "the editor of the Pathfinder" they go home convinced that this is the paper they have been looking for and they subscribe without delay.

In the same way we see to it that our bald-headed editor is always in evidence at White House receptions and other important gatherings, and we even send him to educational conventions and the like where he never fails to do good work just by exhibiting himself and keeping silent. Now, what better advertising could you think of? How inconsequential beside our editor do the measly little whip-snapper college-bred writers with football socks employed by our rivals look!

We attribute a large part of the success of the Pathfinder to this policy of being represented by a man so impressive. And what would our editor be if it were not for his baldhead? From time to time, after reading the seductive "cure-for-baldness" advertisements that are so common, he gets a notion that he would like to grow a little hair. Once we even caught him rubbing some sort of fertilizer on his scalp, but we threw the bottle out of the window and gave him to understand that if he ever dared so much as even cast a shy glance at a hair-restorer ad, his job would be gone. He now realizes where his bread is buttered and seems reconciled to his situation. He ought to be highly contented, for he has no work to do and he draws the highest salary of the establishment. There is no doubt that he owes his good berth to his bald head; he ought never to forget this, but nevertheless we shall take good care that no temptations in the way of announcements of new cures for hairlessness are placed in his way.

To Make a Razor Strop.
Razor strops are prepared from strips of linoleum of the usual length and width, left for 20 hours in a one-eighth to one fourth per cent solution of hartshorn salt, to which 1½ per cent of alum has previously been added, at the ordinary temperature. The strips are then dried at the normal temperature, rubbed with soap and polished with pumice stone.

They are finally fastened in the usual manner to wooden handles. Strops made in this way will give a smooth, sharp edge to the razor.—Scientific American.

Poisoned with Diamonds.
The jeweler replaced tenderly in its case the unmounted pear-shaped diamond.
"I could kill you with that," he said.
"I could poison you with it. You would die in a few hours."
"But diamonds are not poisonous?"
"Indeed they are, ground up. There have been a number of suicides by diamond dust among gem cutters. Swallow diamond dust, and death will ensue very quickly. The symptoms will be the same as though strychnine had been taken."

Money-Making in America.
New York city, as impressionized by Henry James in his new book, "The American Scene," reminds the distinguished expatriate that "to make so much money that you won't, that you don't, 'mind,' don't mind anything, is absolutely the American formula," and that "your making no money—or so little that it passes for none—and being thereby distinctly reduced to minding, amounts to your being reduced to the knowledge that America is no place for you."

MARKET REPORTS.

Cincinnati, May 15.	
CATTLE—Extra	\$5 75
CALVES—Extra	6 00
HOGS—Choice	6 00
SHEEP—Extra	2 50
LAMBS—Spring	6 00
FLOUR—Spring pat. 5 10	5 25
WHEAT—No. 2 red.	97
CORN—No. 2 mixed.	56
OATS—No. 2 mixed.	47
RYE—No. 2 choice.	81
HAY—Ch. timothy	22 50
BUTTER—Dairy	16
EGGS—Per doz.	13 1/2
POTATOES—Choice	2 75
POTATOES—Per bu.	30
TOBACCO—Burley	6 50
CHICAGO.	
WHEAT—No. 2 red.	97 1/2
CORN—No. 2 mixed.	52 1/2
OATS—No. 2 mixed.	47 1/2
PORK—Prime mess.	16 62 1/2
LARD—Prime	9 05
NEW YORK.	
FLOUR—Win. patent 3 60	3 35
WHEAT—No. 2 red.	82 1/2
CORN—No. 2 mixed.	53
OATS—No. 2 mixed.	47 1/2
PORK—Prime mess.	17 75
LARD—Steam	9 50
BALTIMORE.	
WHEAT—No. 2 red.	97 1/2
CORN—No. 2 mixed.	50 1/2
OATS—No. 2 mixed.	38 1/2
LOUISVILLE.	
WHEAT—No. 2 red.	75
CORN—No. 2 mixed.	50
OATS—No. 2 mixed.	36
HOGS—Extra	5 00
LARD—Steam	9 50
INDIANAPOLIS.	
CATTLE—Prime	5 50
HOGS—Extra	6 20
SHEEP—Extra	4 00

SUFFERED TORTURES.

Racked with Pain, Day and Night, for Years.

Wm. H. Walter, engineer, of Chatsworth, Ill., writes: "Kidney disease was lurking in my system for years. I had torturing pain in the side and back and the urine was dark and full of sediment. I was racked with pain day and night, could not sleep or eat well, and finally became crippled and bent over with rheumatism. Doan's Kidney Pills brought quick relief, and in time, cured me. Though I lost 40 pounds, I now weigh 200, more than ever before."

Sold by all dealers. 50 cents a box. Foster-Milburn Co., Buffalo, N. Y.

GOOD IDEA FOR MATCHES.

Double Enders Popular Among Smokers in Mexico.

"Mexico may be behind us in some things, but she has lashed to the wheel when it comes to making matches," said a man just in from the land of the Montezumas as he handed out a wax lucifer with a head on each end.

"I saw nothing but double ended matches while I was away, and I can tell you that they save one's record with the Recording Angel. If you dig down in your pocket and find one match the chances are that you are sure of a light, because if one end goes out the other is left. These old time matches, just revived, that splutter brilliant sparks may be all right when it comes to pleasing the baby, but the fellow who puts on the market a double ended match will find a ready demand."

His Idea of a Good Time.

The retired contractor sighed as he got into his dress suit and thought of the elaborate dinner and the opera that were to come.

"Some day," he said, "I'll get real desir'it, an' then do you know what I'll do?"

"Something terrible, no doubt," replied his ambitious wife.

"I suppose it wouldn't look well in print," he admitted, "but I can't help that. What I'll do will be to throw away these high-priced cigars, put on some old clothes, go out an' come in by the back way an' smoke a quarter pound of cut-up chewin' tobacco in a cob pipe while I'm takin' things over with the coachman in the barn."—The Bohemian.

Text Somewhat Appropos.

The Rev. J. B. Hamill, the eloquent preacher of the Hanson Place Methodist Episcopal church, Brooklyn, was preaching at Sayville, L. I., from the text "Look well to your foundations." After repeating the text he leaned heavily on the pulpit desk, which gave way and plumed over the altar rail, nearly hitting the laymen in the front seat and scattering the Bible and the preacher's notes among the holders of the pews. The aged preacher barely escaped a tumble over the altar with the heavy desk.

Not Partial to Nursing.

Not long ago a young Irishman was seeking work in western Illinois, and among those to whom he applied was a farmer near Cairo.

The farmer was attracted by the Celt's frank, cheery manner, and, while he was not in need of help, he asked, after a pause:

"Can you cradle?"

"Cradle?" repeated the Irishman. "Sure, I can! But, sir," he added, persuasively, "couldn't ye give me a job out-of-dures?"—Harper's Weekly.

\$100 Reward, \$100.

The readers of this paper will be pleased to learn that there has been a discovery of a cure for Catarrh. Hall's Catarrh Cure is the only positive cure now known to the medical fraternity. Catarrh being a constitutional disease, requires a constitutional treatment. Hall's Catarrh Cure is taken internally, acting directly upon the blood and mucous surfaces of the system, thereby destroying the cause of the disease and giving the patient strength by building up the constitution and assisting nature in doing its work. The proprietors have so much faith in its curative powers that they offer One Hundred Dollars for any case that it fails to cure. Send for literature.

Address J. C. HENRY & CO., Toledo, O. Sold by all druggists.

Take Hall's Family Pills for constipation.

Had Been to One.

Hewitt—I hear that that crazy reformer is to open a school to teach his doctrines.

Jewett—I don't believe I care to attend.

Hewitt—I suppose you got tired of reform school when you were a boy.

Ladies Can Wear Shoes.

One size smaller after using Allen's Foot-Ease. A certain cure for swollen, sweating, hot, aching feet. At all Druggists, 25c. Address A. S. Olmsted, Le Roy, N. Y.

A generous mind does not feel as belonging to itself alone, but to the whole human race. We are born to serve our fellow-creatures.—S. S. Smith.

Don't Sneez Your Head Off.

Krause's Cold Capsules will cure you almost instantly. At all Druggists, 25c.

Be your own taskmaster, your boss has other responsibilities than looking after you.

Mrs. Winslow's Soothing Syrup. For children, teething, colic, the gums, redness, inflammation, always cures wind colic, 25c. bottle.

When duty is clear, to put one's self questions about it is to suffer defeat.—Victor Hugo.

HE ALSO WAS A COLLECTOR.

Cleveland Artist Came Back with a Counter Proposition.

A local newspaper artist got a letter one day from a man over in Indiana who said he was making a collection of sketches, says the Cleveland Plain Dealer. "I have drawings from well known newspaper artists in nearly every state in the union," the Indiana man wrote, "but I have none from Ohio. I have seen some of your work and I think it is good. If you will send me some little sketch for my collection I shall have it framed."

The artist noticed from the letter-head that the Indiana man was connected with a bank in one of the small towns in the state of literature. That gave him a hunch, and he wrote back as follows:

"I am making a collection of ten dollar bills. I haven't secured specimens from every state in the union, but I have several tens and a few twenties, and I am particularly anxious to have a ten dollar bill from Indiana. I notice that you are employed in a place where ten dollar bills are kept, and if you send me one for my collection I shall be glad to have it framed."

BLACK, ITCHING SPOTS ON FACE.

Physician Called It Eczema in Worst Form—Patient Despaired of Cure—Cuticura Remedies Cured Her.

"About four years ago I was afflicted with black spots all over my face and a few covering my body, which produced a severe itching irritation, and which caused me a great deal of suffering, to such an extent that I was forced to call in two of the leading physicians of ——. After a thorough examination of the dreaded complaint they announced it to be skin eczema in the worst form. Their treatment did me no good. Finally I became despondent and decided to discontinue their services. My husband purchased a single set of the Cuticura Remedies, which entirely stopped the breaking out. I continued the use of the Cuticura Remedies for six months, and after that every spot was entirely gone. I have not felt a symptom of the eczema since, which was three years ago. Mrs. Lizzie E. Sledge, 540 Jones Ave., Selma, Ala., Oct. 28, 1905."

Would Take What They Had.

A gentleman purchased at a post office a large quantity of stamped envelopes, newspaper wrappers and other postal requisites.

Finding them somewhat difficult to carry, he asked one of the counter clerks if he could supply him with a small quantity of string.

"We are not permitted by the department to supply string," was the reply.

"Then give me a bit of red tape," was the sarcastic reply.

The string was supplied.

When!

"Really—er—I'm afraid you overheard what I—er—said about you," stammered the gossip who had been caught redhanded. "Perhaps I—er—was a bit too severe."

"Oh, no," replied the other woman, "you weren't nearly as severe as you would have been if you knew what I think of you."

Sad Worldliness.

"Honesty is the best policy," remarked Meandering Mike.

"It sure is fur folks like us," answered Plodding Pete. "Our transactions ain't big enough to enable us to hire de best legal talent."

WORKING WOMEN, WHAT THEY SHOULD KNOW



MRS. SADIE ABBOTT MRS. FREE MCKITTRICK

Women for the most part spend their lives at home, and it is these women who are willing and ambitious that their homes shall be kept neat and pretty, their children well dressed and tidy, who do their own cooking, sweeping, dusting and often washing, ironing and sewing for the entire family, who call for our sympathy.

Truly the work of such a woman is "never done" and it is any wonder that she breaks down at the end of a few years, the back begins to ache, there is a displacement, inflammation or ulceration of the abdominal organs, a female weakness is brought on, and the struggle of that wife and mother to continue her duties is pitiful.

Lydia E. Pinkham's Vegetable Compound, made from native roots and herbs, is the exact medicine a woman needs whose strength is overtaxed. It keeps the feminine organs in a strong and healthy condition.

In preparing for childbirth and recuperating therefrom it is most efficient. It carries a woman safely through the change of life and in making her strong and well assists her to be a good wife and mother.

Mrs. Sadie Abbott, of Jeannette, Pa., writes:

"I suffered severely with pain every month and also a pain in my left side. My doctor prescribed for me, but did me no good; a friend advised Lydia E. Pinkham's Vegetable Compound and I wrote you in regard to my condition. I followed your advice and am a perfectly well woman. The pains have all disappeared and I cannot recommend your medicine too highly."

Lydia E. Pinkham's Vegetable Compound Succeeds Where Others Fail.

"Be Civilized!!"
Be civilized! Recognize the truth and the truth shall make you Free—from the ills and "horrors" due to constipation. Poison in your system. Quit purging the bowels. Nurture the bowels—nerves and thus exercise the bowel muscles—they'll do the rest. This won't strain, irritate, nor drain the system of its abundant fluids. Purging weakens by taking these fluids from other parts of the body to liquify the bowels' contents.
Physic mildly, by nourishing the bowels with Blackburn's Castor Oil Pills. Castor Oil Pills. All Druggists sell 25c. and \$1.00 packages. For Free Sample, address: K. F. Dept., The Victory Remedy Co., Dayton, O.

A Positive CURE FOR CATARRH
Ely's Cream Balm
Is quickly absorbed. Gives Relief at Once. 50c. 25c. 10c. 5c. 2c. 1c. 1/2c. 1/4c. 1/8c. 1/16c. 1/32c. 1/64c. 1/128c. 1/256c. 1/512c. 1/1024c. 1/2048c. 1/4096c. 1/8192c. 1/16384c. 1/32768c. 1/65536c. 1/131072c. 1/262144c. 1/524288c. 1/1048576c. 1/2097152c. 1/4194304c. 1/8388608c. 1/16777216c. 1/33554432c. 1/67108864c. 1/134217728c. 1/268435456c. 1/536870912c. 1/1073741824c. 1/2147483648c. 1/4294967296c. 1/8589934592c. 1/17179869184c. 1/34359738368c. 1/68719476736c. 1/137438953472c. 1/274877906944c. 1/549755813888c. 1/1099511627776c. 1/2199023255552c. 1/4398046511104c. 1/8796093022208c. 1/17592186044416c. 1/35184372088832c. 1/70368744177664c. 1/140737488355328c. 1/281474976710656c. 1/562949953421312c. 1/1125899906842624c. 1/2251799813685248c. 1/4503599627370496c. 1/9007199254740992c. 1/18014398509481984c. 1/36028797018963968c. 1/72057594037927936c. 1/144115188075855872c. 1/288230376151711744c. 1/576460752303423488c. 1/1152921504606846976c. 1/2305843009213693952c. 1/4611686018427387904c. 1/9223372036854775808c. 1/18446744073709551616c. 1/36893488147419103232c. 1/73786976294838206464c. 1/147573952589676412928c. 1/295147905179352825856c. 1/590295810358705651712c. 1/1180591620717411303424c. 1/2361183241434822606848c. 1/4722366482869645213696c. 1/9444732965739290427392c. 1/18889465931478580854784c. 1/37778931862957161709568c. 1/75557863725914323419136c. 1/151115727451828646838272c. 1/302231454903657293676544c. 1/604462909807314587353088c. 1/1208925819614629174706176c. 1/2417851639229258349412352c. 1/4835703278458516698824704c. 1/9671406556917033397649408c. 1/19342813113834066795298816c. 1/38685626227668133590597632c. 1/77371252455336267181195264c. 1/154742504910672534362390528c. 1/309485009821345068724781056c. 1/618970019642690137449562112c. 1/1237940039285380274899124224c. 1/2475880078570760549798248448c. 1/4951760157141521099596496896c. 1/9903520314283042199192993792c. 1/19807040628566084398385987584c. 1/39614081257132168796771975168c. 1/79228162514264337593543950336c. 1/158456325028528675187087900672c. 1/316912650057057350374175801344c. 1/633825300114114700748351602688c. 1/1267650600228229401496703205376c. 1/2535301200456458802993406410752c. 1/5070602400912917605986812821504c. 1/10141204801825835211973625643008c. 1/20282409603651670423947251286016c. 1/40564819207303340847894502572032c. 1/81129638414606681695789005144064c. 1/162259276829213363391578010288128c. 1/324518553658426726783156020576256c. 1/649037107316853453566312041152512c. 1/1298074214633706907132624082305024c. 1/2596148429267413814265248164610048c. 1/5192296858534827628530496329220096c. 1/10384593717069655257060992658440192c. 1/20769187434139310514121985316880384c. 1/41538374868278621028243970633760768c. 1/83076749736557242056487941267521536c. 1/166153499473114484112975882535043072c. 1/332306998946228968225951765070086144c. 1/664613997892457936451903530140172288c. 1/1329227995784915872903807060280344576c. 1/2658455991569831745807614120560689152c. 1/5316911983139663491615228241121378304c. 1/10633823966279326983230456482242756608c. 1/21267647932558653966460912964485513216c. 1/42535295865117307932921825928971026432c. 1/85070591730234615865843651857942052864c. 1/170141183460469231731687303715884105728c. 1/340282366920938463463374607431768211456c. 1/680564733841876926926749214863536422912c. 1/1361129467683753853853498429727072845824c. 1/2722258935367507707706996859454145691536c. 1/54445178707350154154139937189082